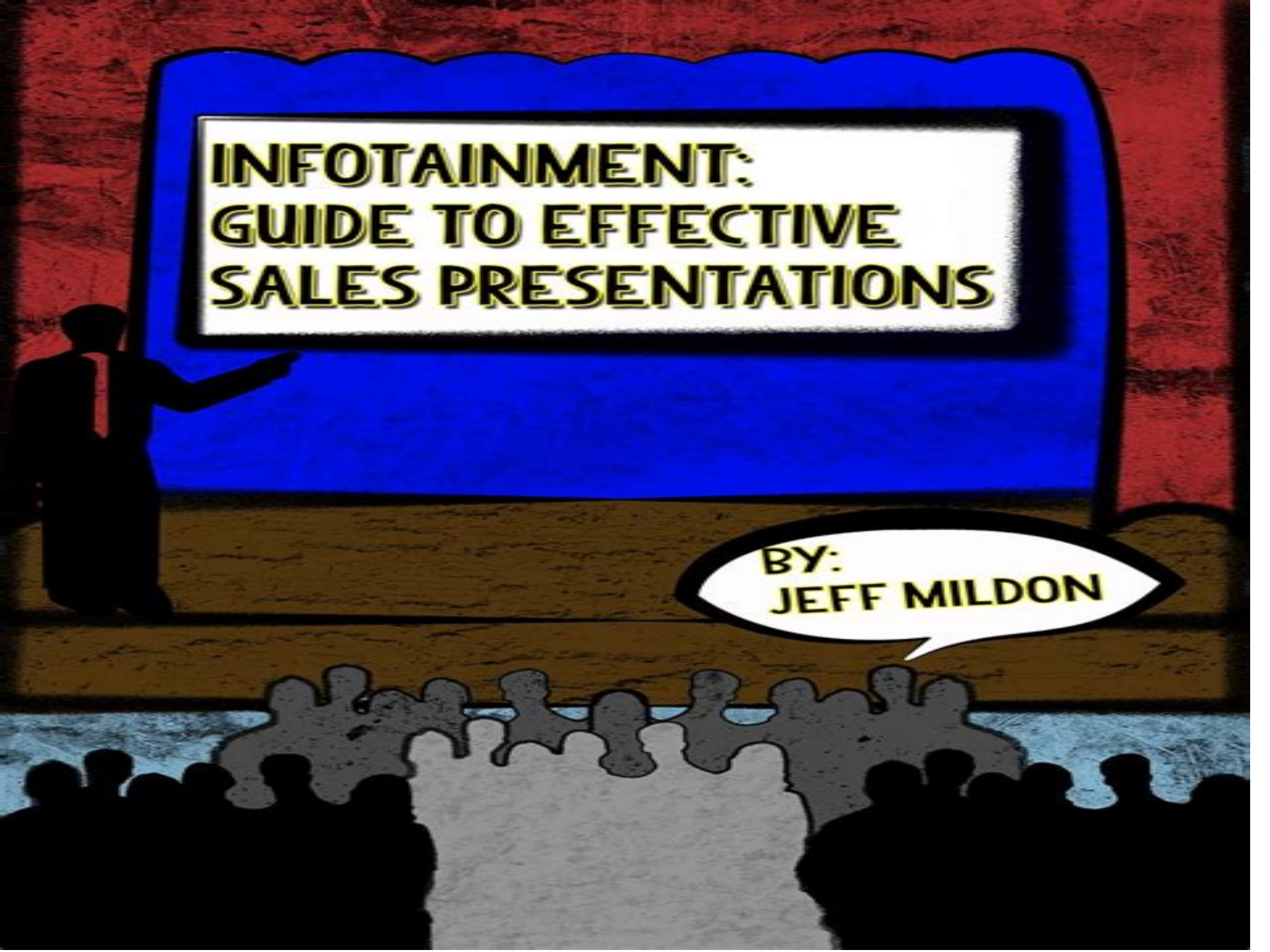




INFOTAINMENT: GUIDE TO EFFECTIVE SALES PRESENTATIONS

**BY:
JEFF MILDON**

Infotainment Guide To Effective Sales Presentations

Dan S. Kennedy



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Infotainment - Guide to Effective Sales Presentations Jeff Mildon, 2013-08-09 Presentations and public speaking skills are very useful in many aspects of work and life. These skills are important in business sales training, teaching and generally entertaining an audience. Developing the confidence and capability to stand up in front of an audience and speak well or to give good a presentation is also extremely helpful competencies for self development too. Like most things, delivering a successful presentation simply takes a little preparation and practice. We will explore sales presentations in 3 parts. First we will talk about preparing. These will be activities before the presentation like planning, writing, development, equipment, discovery etc. In my opinion, preparation is the biggest factor to a successful presentation. Secondly we will cover techniques used during the presentation. Some of these presentation tips are prepared in advance but then used during the presentation. Lastly we can talk about the activities after the presentation. We will discuss debriefing and evaluating feedback to help prepare for the next presentation. Tips and tricks for presentations must be applied to a presenter's unique situation and style. Some guidelines can be universally applied and some need modification. When you learn new techniques they must be internalized and made your own. I think that providing information should be entertaining. Audience members are much more accepting of information and new ideas if presented in a positive fun manner. I call this Infotainment. Presenters must believe and care about what they are saying to be effective communicators. I am passionate about presenting and hopefully I can instill some of that passion to you the reader. *The Complete Guide to Business and Sales Presentation* Malcolm Bird, 2012-12-06 [The Ultimate Guide to Sales Training](#) Dan Seidman, 2012-01-11 The Ultimate Guide to Sales Training is the go to reference for sales managers, sales trainers, sales coaches and sales consultants who want to increase a sales force's productivity by using these proven techniques: Building Mental Flexibility, Anchoring Concepts for Easy Recall, Encouraging Behavioral Change. Covering a wide range of topics, The Ultimate Guide to Sales Training shows how to develop a selling system, prospect effectively and qualify and disqualify prospects. The book also covers information on using power questioning techniques, handling objections and includes solution selling guidelines and ideas for creating and delivering potent presentation practices. In addition, the author covers such hot topics as managing reps, attitudes and how to close the sale. He also includes suggestions for overcoming buyer resistance and making change occur as well as getting beyond barriers that block decision makers and much much more. Praise for The Ultimate Sales Training Handbook: This book should be on the desk of every sales manager and sales trainer. Dan Seidman created a treasure chest of ideas, concepts, skills, sets and motivation tools that are ready to be converted into cash. Gerhard Gschwandtner, founder and publisher, Selling Power Magazine. Sales professionals throughout the world will discover performance improvement through this training encyclopedia. Dan Seidman is helping make sales training a major strategic driver for all organizations. Tony Bingham, president and CEO, ASTD. Each chapter just might be the one piece that plugs the gap in your team's performance. Dan is

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of management issues chief among them developing your management style The tips and suggestions presented here will help you to feel comfortable in your expanded role and to build a highly productive motivated team Section Four By George He Can Sell Ice to an Eskimo is a step by step overview of the sales process You will learn how to get your points across build a consensus agreement and close the deal This information is valuable for everyone in both sales and non sales positions

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